

INNER-PLAYER

(The Title Adopted to Describe Exclusively the Player Action Manufactured Only by The Cable Company)

Before you buy a piano containing a player mechanism, investigate the INNER-PLAYER Pianos. These instruments contain our famous INNER-PLAYER action, which is different than any other device used to make piano playing easy.

Many player pianos are deficient in one vital point—they do not give human expression to the music, no matter how skillfully you manipulate them.

That is why the INNER-PLAYER is superior. It is not only easy to operate, but it enables you to play with the interpretation of the composer or to put your own individuality into the music to any desired degree.

The tones you get from an INNER-PLAYER Piano are like those you hear when a skilled musician plays by hand—and yet you do not have to touch the keys; you require no skill in fingering, no knowledge of technique.

Remember These Points

The name INNER-PLAYER belongs exclusively to the player device manufactured by us. Our pianos containing this device, we call INNER-PLAYER Pianos. We do not sell the INNER-PLAYER for use in any other make of piano, nor do we grant to any other manufacturer in the United States, the right to use any of its patented features. But sometimes ordinary player pianos are, through error, called "Inner-Player" Pianos. Therefore, remember that a player piano is not an INNER-PLAYER Piano unless you find the word INNER-PLAYER and the name of The Cable Company on its frontboard.

SPECIAL FEATURES OF THE INNER-PLAYER PIANOS

Note the patented devices found only in these instruments. It is these devices which make it easy for you to play with natural expression, and which give the INNER-PLAYER Pianos their musical superiority.

The patented Transposing Device enables you to instantly shift the music roll to make compensation for expansion or contraction of the paper, due to weather changes. It also enables you to change from one key to another, or to raise or lower the key, thus increasing or diminishing the brilliancy of the composition. Simply turning a little knurled wheel with your finger is the only operation necessary.

The patented Miniature Keyboard, which is placed inside of the case, transmits the motion just as if were transmitted by the impact of the fingers on the keys. It makes possible the elasticity of touch which characterizes the best manual playing.

The patented Solo-Aid enables you to play the melody louder than the accompaniment. The pressure of your little finger on a small tilting tablet produces the desired result.

The Key-Lock is a little device which prevents motion of the keys and, by taking their weight off the action, makes better repetition.

The patented Wrist-Rest supports your wrist while you are playing, and prevents fatigue. When the instrument is out of use it acts as a protective cover to the levers and conceals the

only part of the mechanism that would otherwise be visible. The Tempo Indicator is placed close to the music roll and in direct line of vision to facilitate reading of guide marks.

The patented Pedal Lever Action makes it easy to pump the pedals. No other player piano is so easy to pedal as the INNER-PLAYER Pianos.

The powerful Six Unit Motor makes the movement of the music roll positive and smooth, and it has no "dead centres." Compare this with the three or four unit motors used in many other player pianos.

Ball Bearings for the roll mechanism reduce friction and insure even movement of the music roll.

The direct Motor Drive dispenses with the use of chains for the player mechanism. The only chain used is for rewinding the music roll.

The patented Section Bellows and the patented Tilting Superstructure give the piano tuner easy and immediate access to strings and pins.

The Pedals are released for use or folded back into the case by a touch of the foot. You need not soil your hands nor pinch your fingers.

THERE ARE THREE
INNER-PLAYER Pianos
The Conover Inner-Player Piano
88 and 83 Note.
The Carola Inner-Player Piano
The Kingsbury Inner-Player Piano

any other piano. The player device does not require any change or omission of any of the parts of the regular instrument. The INNER-PLAYER is placed within the case, and is an integral part of the piano, but it is independent of the keyboard. And one of these instruments, which you can use either for manual playing or with the player device costs but little more than a piano of the same grade. The INNER-PLAYER action was all worked out to its full efficiency

before the INNER-PLAYER Pianos were offered to the public. Every part was designed, shaped, adjusted, tested rigidly by experts until we knew that the INNER-PLAYER was a device with which any person, inexperienced in music, could play any selection with human expression. And every expectation has been justified by the many instruments we have sold during the past five years in all parts of the United States. The test of practical usage in the home has proved that even a novice in musical knowledge can produce the most pleasing effects.

If an ordinary piano is useless to you, why not get an INNER-PLAYER Piano, which will give you command of practically the entire field of music? If you are a skilled musician, use it for preliminary practice, with music rolls, to acquire familiarity with the new compositions. It gives you all that any other piano gives, with the additional feature of the remarkable INTER-PLAYER device. At least write to us, or send coupon for information about these instruments.

What Artists Say

CONSTANTINO—"The INNER-PLAYER Pianos are the most perfect instruments of the kind I have ever seen."
ALICE NIELSEN—"Your INNER-PLAYER Pianos are wonderful instruments, remarkable for their beauty of tone quality and the musical effects which can be obtained on them, as well as for the ease with which they can be operated."
SOPHIE BRANDT—"They give by far the most artistic effects I have ever heard from instruments of this type."
JOSEPH SHEERAN—"The INNER-PLAYER Pianos appeal to me greatly. The device which enables anyone to play the best music in the best way is wonderful in its simplicity and utility. There is now no reason why any home should be without music of the highest character."

GUARANTEED FOR FIVE YEARS

Every INNER-PLAYER Piano is guaranteed for five years and the guarantee applies to both the piano and the player device.

Some player mechanisms are not guaranteed at all, while others have only one year's warranty. Our guarantee provides that if within five years, any part of the INNER-PLAYER Piano you may buy shows a defect in quality of material or workmanship, we will make it good without cost to you. We could not afford to give such a guarantee as this unless we made these instruments to give perfect service and to stand hard usage. Making repairs free of charge would simply mean a loss to us.

But because we make every part of the INNER-PLAYER Pianos in our own factory and because we rigidly test every instrument, we know that we are safe in this offer. We know exactly what kind of material and workmanship goes into them. It is to our interest to make every part so durable that you will have no claim to make upon us.

Note that this guarantee from the makers. We do not ask your dealer to assume any responsibility that should rest upon us, and we are always ready to carry out the terms of this warranty.

To you, our guarantee means that when you buy an INNER-PLAYER Piano you get an instrument as nearly perfect in constructive merit as it can be made. Is there any reason why you should buy another kind?

AT LEAST INFORM YOURSELF

We are telling you here as simply and clearly as possible about the INNER-PLAYER Pianos and their points of superiority.

But we want you to satisfy yourself that our claims are founded not on our enthusiasm, but on facts. We want you to see the instruments. Compare and test them side by side with others of the same general type.

Examine every feature we specify here. See how it works. Notice how easily you can get musical expression with the INNER-PLAYER. Then examine the construction. Look at it outside and inside and note the class of workmanship on every detail. Then you will understand why we can give a guarantee for five years—a period of time much longer than necessary for you to prove the qualities of the instrument.

You will find no makeshifts nor experiments about an INNER-PLAYER Piano. You will not find an ordinary piano with a player mechanism inserted in the case. You will see an instrument made in its entirety to fulfill its particular purpose.

It will cost you nothing to make this investigation and comparison. It will give you profitable information.

SEND FOR CATALOGUE

Sign the coupon and mail it to us and we will send you a richly illustrated catalogue fully describing the special features of the INNER-PLAYER Piano.

Write now, while the matter is before you, or, better still, call at our salesrooms and let us show this wonderful instrument.

The Cable Company,

Richmond, Va.

Gentlemen,—Please send catalogue describing your INNER-PLAYER Piano.

Name

Street and No.

City

T. D.

Used by Musical Colleges

INNER-PLAYER Pianos are used for illustrative lectures on musical form and analysis by the Northwestern University School of Music, Evanston, Ill., the Chicago Conservatory, the Centralizing School of Music, Chicago, and the Columbia School of Music, Chicago.

Every Part is Made in Our Own Factory

The INNER-PLAYER Pianos are not made up of parts obtained from different makers. We control all the conditions under which our instruments are produced. The INNER-PLAYER Pianos are designed and built "from the ground up" by our own workmen under the direction of critical, experienced superintendents. That is why they are uniform in quality and why we can guarantee them for five years. This matter of construction is important. Bear it in mind when you are comparing these instruments with others.

The Cable Company

Manufacturers of Inner-Player Pianos, also the Famous Conover, Cable and Kingsbury Pianos.

213 East Broad St., - - Richmond, Va.

J. G. CORLEY, General Manager.

CHEAP POWER AND AMPLE MATERIAL

Bright Outlook Along the Virginia-Carolina Railway—Great Future for Washington County.

ABINGDON, VA., November 14.—An evidence of returning prosperity is seen in renewed activity in all of the industries along the Virginia-Carolina Railway running from here to Kona, Va. All of the large wood-working establishments along the line are increasing their forces, and making other arrangements to meet the increased demand upon the capacity of their industries.

Another gratifying fact is that the officials of the road are receiving many inquiries from prospective investors concerning the water powers, raw material and other advantages along the line of road. Between here and Kona there are undeveloped water powers sufficient to run probably as many mills as there are in all of New England, and the fact of them are almost natural powers that could be developed at a small cost.

Powers Varied in Size.
At the confluence of the two forks of the Holston River and along the South Fork, the Laurel Fork and the White Top Fork are many water powers capable of being developed cheaply. They would vary from 100 to 1,000 horse power. A number of small water powers have already been developed and are in use by small industries. There are here splendid opportunities for development of powers for cotton factories, woolen mills and other textile manufacturing. The Norfolk and Western Railway and the Virginia-Carolina stand ready to give such plants the full benefit of what is known as the Carolina cotton mill rate on materials coming in and products going out.

Labor Plentiful and Cheap.
The mountains hereabouts are full of young men and young women who would be only too glad to get employment in cotton mills right at home, and there would be no labor troubles here. There can be no doubt that cotton mills and woolen mills will be long be dotted all along the line of the road.

These water powers will also furnish cheap motion to any number of furniture factories, and the woods being full of the timbers, both hard and soft woods, to supply furniture-making establishments. It is believed that within a decade to come, Washington County will be the home of many chair, desk and other furniture factories.

The timbers that are especially suitable for veneering are so plentiful along this mountain road and the water power is so cheap and so easily developed, it is believed that the time is near at hand when there will be a veneer factory at every station on the line.

There is now enough waste material from the large hand saw mills in operation along the line to keep several veneer and excelsior factories in material for several years to come. This material can be had at a mere nominal cost. That part of Washington County now penetrated by the Virginia-Carolina Railway is destined at no distant day to be one of the busiest manufacturing centres of Old Virginia.

RALEIGH SOCIETY.

Many Interesting Social Events in Capital of Old North State.
(Special to The Times-Dispatch.)
RALEIGH, N. C., November 14.—Invitations were issued Wednesday by

Colonel and Mrs. A. B. Andrews for a reception Wednesday evening, November 18th, from 9 to 11 o'clock, to meet their son, Mr. A. B. Andrews, Jr., and his bride, who was Miss Sharples, of Media, Pa. They are expected here from their bridal tour early in the

coming week. The reception will be at the Andrews home on North Blount Street.

Invitations Issued.

Invitations came the past week to friends here for the marriage of Mr.

Robert N. Simms, of Raleigh, and Miss Virginia Adeline Egerton, of Asheville, in the First Baptist Church there, Wednesday, November 25th, at high noon. Mr. Simms is a prominent young attorney of this city, who managed the campaign of Hon. Ashley Horne in his contest before the Democratic State convention last summer for the nomination for Governor. Miss Egerton formerly lived in Raleigh, and has many friends here.

A "Smoker."

A notable event of the week was a "smoker" Friday night by the members of the Capital Club, at which members of the Elks Club were guests of honor. There was an elaborate program of entertainment.

Friday afternoon a reading recital by several of the young ladies of the Baptist University for Women was enjoyed by a large party of invited friends of the institution. Miss Oldkam, Miss Blvins, and Miss Renfrow were the entertainers.

Mrs. Kimbro W. Weathers was the hostess for the Social Club Friday afternoon.

Thursday afternoon at 4 o'clock the Johnsonian Club, devoted to literary studies, met with Mrs. Benham Cameron. A number of Mr. Cameron's friends who are not club women shared the pleasures of the afternoon.

Miss Bertha M. Luney, Miss Charlotte Kendall Hull and Miss Sarah Gunn entertained with a brilliant organ recital at St. Mary's School Thursday afternoon.

Coming Marriage.
Mrs. Alexander Maine Powell, of this city, issued invitations this week for the marriage of her daughter, Miss Jennie Mabel, and Mr. Samuel Howard Cameron, Tuesday afternoon, November 24th, at her residence on Hillsboro Street. Miss Powell is a daughter of the late Hon. A. M. Powell, for several years Mayor of Raleigh. Mr. Cameron is now city editor of the Journal, Winston-Salem, and was at one time city editor of the Raleigh Evening Times.

The Fortnightly Review Club met Monday afternoon with Mrs. Robert C. Strong, on North Blount Street.

Mrs. James Briggs entertained the ladies of Johnson-Pettigrew Chapter, Daughters of the Confederacy, Wednesday afternoon.

A unique entertainment took place Tuesday night when the nurses of Rex Hospital and the University of North Carolina Medical Students in the department here shared a delightful dance with the corps of nurses as hostesses and Mr. and Mrs. Joseph E. Pogue, Dr. and Mrs. A. W. Knox, as chairmen. Their dancing were Miss Phillips, Miss Herring, Miss Harris, Miss Pratt, Miss Wheeler, Miss Kilpatrick, Miss Lynch, Dr. Abernathy, Dr. Moncreux, Senators Brady, Johnson, James G. Wooten, Harner, Benbow, Fleming Strickland, Stroud, Tally and Manus.

Mrs. R. G. Sherrill issued invitations this week for a tea to be given next Tuesday afternoon from 5 to 6 o'clock in honor of her sister, Mrs. G. F. Cannon, who, with her husband, has just returned from an extended bridal tour.

Mrs. I. M. Proctor has as her guests Mrs. W. H. Whitehead and Mrs. T. H. Marriot, of Rocky Mount. Miss Nettie Y. Lockery, of Charlotte, spent several days here this week with friends at the Yarbrough.

Mr. and Mrs. Josephus Daniels spent the week at Chase City.

Mrs. R. B. Glenn and Miss Rebecca Glenn have returned to the Governor's mansion, after spending a while in Winston-Salem, looking after the

renovation of the Glenn residence, preparatory to moving back to the Twin City in December.

Miss Elizabeth Briggs and Miss Fannie Heck spent the week in Monroe.

Miss Hal Morson was a member of a delightful house party in Hillsboro the past week.

SPECIAL NOTICE

To the Trade and Public:

Wait for the Fire and Water Damaged Stock Sale of Entire Stock of Cooking and Heating Stoves, Ranges, Chinaware, Glassware, Enamelware, Tinware, Children's Vehicles and Housefurnishing Goods, Etc., that were in 1427 East Main Street.

Announcement of sale will be given in Daily Papers.

John H. Rose & Co.,

1434 EAST MAIN STREET.

Across Street from Old Stand.

Mr. Man, why pay more when our prices are: Collars and Cuffs, 2c each. All Shirts, 10c.

The Franklin Laundry Company,
Launderers, Dyers, Cleaners.

303 West Cary Street.

Phone 5245

It's Good to Eat Don't wait any longer. Phone your grocer to-day—right now! *Old Virginia Breakfast Roe* fills a long felt want. It is a new breakfast dish; easy to prepare; wholesome, appetizing, economical. At all grocers. In 1 and 2-lb. cans

\$11.50 Panama Suit, \$7.98
Every Coat Trimmed in Buttons.

Faulkner & Warriner Co.
Announce, Beginning Monday
A most important sale of Tailored Suits, Coats and Waists, affecting garments of the very latest design at great reductions from former prices.

Underpriced Suits
Blue, Black, Brown and Green Cloth Suits, satin-lined jacket, fold on skirt; worth \$17.00, for \$12.50
Green and Blue Cloth Suits, trimmed in satin and large; worth \$19.00, for \$14.98
Blue and Black Panama Suits, well tailored; worth \$12.50, for \$7.98
\$25.00 Suits of cloth or chevron, newest cut coat, plain full flare skirt, with fold, for \$19.00

Bargains in Ladies' Coats
Long Black Coat, embroidered yoke, \$8.00 value, for \$5.00
Ladies' Long Coats, trimmed in silk braid and nicely lined; \$10.00 value, for \$7.98
Long Coats, in black and colors, embroidery or velvet trimmed; \$12.50 value, for \$10.00

Dress Goods and Silks
Why sell them for so little? The reason is simply that the Suit Sale has been very large, which has cut a hole in the Dress Goods business, so now a Dress Goods Stock Adjustment Sale. That is the reason for the low prices.

Cut Prices on Dress Goods
Serges, Panamas, Cheviots and some Mixtures; only the best colorings; that sold from 75c to \$5.00 a yard, for 50c
Broadcloths, 52 inches wide, in all the most popular colors; \$1.25 value, for 98c
Black Tulle Silk, 36 inches wide; \$1.00 value, for 69c
Guaranteed Satin, 36 inches wide, four shades to select from; \$1.25 value, for 98c

Charming Waist
Plain Net Waist, trimmed in lace and silk, lined with silk mul; \$2.75 value, for \$1.98
Silk-Lined Net Waist, in white or ecru; \$3.00 value, for \$2.98
Cable Net Waists, in navy, brown, ecru and white net sleeve, pretty tucked yoke; \$5.00 value, for \$3.98
Blue and Brown Silk Waists, made with fine tucked yoke; \$5.00 value, for \$3.98
Black Mercerized Waist, with tucked or embroidered front; \$1.25 quality, for \$1.00

Our Linen Department
Will throw out some marvelous values for Monday's sale.
Absorbent Crash, 18 inches wide; 12 1/2c value, for 8 1/2c
All-Linen Crash, 18 inches wide; 12 1/2c value, for 8 1/2c
Huck Towels, 18x36 inches, hemmed, red border; 12 1/2c value, for 9 1/2c
Mercerized Table Damask, good patterns; 50c value, for 39c

Two Big Bargains
From the Men's Department. We secured these at a great sacrifice. They stand head and shoulders above the so-called special values.
Men's All-Linen Hemstitched Handkerchiefs, that came to us from a big-handkerchief importer. The only thing that is the matter with them is the home do not all run the same width.
15c value, for 10c
10c value, for 12 1/2c

Broad and First Streets

Faulkner & Warriner Co.

Agents for Standard Patterns

Men's Shirts
Attached cuffs, laundered. Now, the way we got these was a shirt manufacturer had only one piece of a pattern left—not enough to make up a line of sizes—so sold to us at a big reduction.
\$1.25 SHIRTS, 77c.

Now Here is Something
That will interest every bargain-hunter for Men's, Women's and Children's Underwear. Not all sizes; some have not shirts to match; but if you get your size you get the greatest bargain of a lifetime.

Children's Wool Underwear, that sold for 75c, cut for Monday to 45c
Men's Red Wool Drawers, 59c
Ladies' Wool Vests and Pants, White and gray, that sold up to \$1.50, cut to 79c

Here is a List
Of values that speak for themselves. All you have to do is to see them and the sale is made. Such low prices will make your pocket-book smile.

Outing Cloth, stripes, pink and blue; 10c value, for 8 1/2c
Blankets, 11-1 size, extra heavy; \$2.50 value, for \$1.69
Colored Comforts, printed on both sides; \$1.25 value, for 98c
Bleached Sheets, 81x90 inches, heavy round thread; 85c value, for 59c
Unbleached Sheetings, 81 inches wide; 25c value, for 19c
Pillow Cases, 42x36 and 45x36 inches; 15c value, for 11 1/2c